

Bridging the Gap

An Initiative of the Greater Baltimore Committee

Presents

GAINING ACCESS TO CAPITAL:

Learn How to Obtain the Financial Support You Need to Grow Your Business

Wednesday, March 31, 2004
Renaissance Harborplace Hotel
Maryland Room
202 E. Pratt Street
Baltimore, MD 21202

7:30 a.m. – 8:15 a.m. – Registration and Breakfast

8:30 a.m. – 10:00 a.m. – Panel Presentation, Questions & Answers

10:00 a.m. – 11:00 a.m. – All local banks and nonprofit lenders have been invited
to set up displays and be on hand to meet workshop attendees

NEW DATE

Panel Presenters Include:

Atwood "Woody" Collins, III, President and COO,
Mid-Atlantic Division, M & T Bank
Graylin Smith, Partner, Abrams, Foster, Nole & Williams, P.A.
Stanley Tucker, CEO, MMG Ventures
John Frisch, Esquire, Managing Partner, Miles & Stockbridge

Sponsored by:



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Too often, small and minority owned businesses are unable to grow their businesses because of an inability to obtain necessary capital. GBC's **GAINING ACCESS TO CAPITAL** Workshop will provide small and minority entrepreneurs with:

- Critical information any loan applicant needs to know from banking professionals
- Key points to know in presenting yourself and your business to a bank
- Requirements of your financial plan
- Pros and cons of legal structure alternatives – how to choose the right structure for you and your business
- Access to over a dozen banking and lending professionals
- An understanding of the different types of financing and which is best suited to your business
- Ingredients of a sound business plan



RETURN THIS PORTION BY MAIL OR FAX TO: Laurie Schwartz, c/o Greater Baltimore Committee,
111 S. Calvert St., Suite 1700, Baltimore, MD 21202 / Fax: 410-539-5705
YOU MAY REGISTER ON LINE AT WWW.GBC.ORG

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Wednesday, March 31, 2004 * 7:30 a.m. to 11:00 a.m. * Renaissance Harborplace Hotel

☐ Please reserve _____ seat(s) @ \$25 per person
(Not deductible as charitable contribution but may be deductible as a business expense)

Name : _____ Title: _____

Company : _____

Address : _____

Phone : _____ Fax: _____ E-Mail: _____

Check One: ☐ Enclosed is our check for \$ _____ made payable to Greater Baltimore Committee

☐ Charge to my credit card: ☐ Visa ☐ MasterCard ☐ American Express Account #: _____ Exp. Date: _____

Name as it appears on credit card: _____

For additional information contact Laurie Schwartz at 410-727-2820.